



2019 TOYOTA FINANCIAL STATEMENT

Month/Year: 01 JAN 2019

Thru: 30 JUN 2019

Dealer #: 10126

Dealer Name: NALLEY TOYOTA STONECREST

City: LITHONIA

State: GA 3

ASSETS				ACCT. NO.	AMOUNT	LIABILITIES				ACCT. NO.	AMOUNT
Petty Cash Fund				2000	500	Trade Creditors				3000	- 458181
Cash In Bank / Temp. Cash Investment				2020	46697696	Vehicle Lien Payoff				3010	714708
Contracts in Transit				2030	2998880	Customer Dep / Advance Payments from Distributor				3020 3025	32885
TOTAL CASH AND CONTRACTS	LINES 1 TO 3				49697076	License and Title Fees				3030	414515
RECEIVABLES	PAST DUE OVER 30 DAYS					Trade Payables - Affiliated Co.				3040	25590636
Service and Parts				2100	86532	TOTAL ACCOUNTS PAYABLE	LINES 1 TO 6				26294563
Retail Vehicle				2125	2125	Notes Payable - Short Term				3050	
Wholesale & Dealer Transfer				2115	258701	Interest				3100	39034
Customer Notes				2120		Insurance				3110	
Lease and Rental				2130		Payroll				3120	111116
Service Contracts				2140		Payroll Taxes				3130	
Employee				2150	573	Sales Taxes				3140	25782
Warranty Claims - Toyota				2200	22497	Taxes - Other Than Payroll, Sales & Income				3150	15
Warranty Claims - Other				2209		Income Taxes				3160	
Pre-Delivery / Transportation Claims				2210 2220		Bonuses - Employees / Owners				3170 3180	185099
Vehicle Incentives - Toyota				2240	379845	Pension Fund / Profit Sharing				3190	
Vehicle Incentives - Other				2241	11209	Accrued Other				3220	299634
Holdback Receivables - Toyota				2245	90641	TOTAL ACCRUED LIABILITIES	LINES 6 TO 17				660650
Holdback Receivables - Other				- 9674	- 9674	TOTAL ACCTS. PAY., S.T. NOTES & ACCRUED	LINES 6, 7 & 18				26955213
Other Distributor Receivables (inc. DAP, MCBP & WFR)				2250		New Vehicles and Demonstrators				3300	12678840
Toyota Care Receivables				2255	3548	Toyota Used Vehicles				3310	
						Other Used Vehicles				3315	
						Toyota Certified Used Vehicles				3320	
						Other Inventory				3330	
						TOTAL INVENTORY FINANCE LIABILITIES	LINES 20 TO 24				12678840
Less: Allowance For Doubtful Accounts				2260		Lease Vehicles				3400	
NET CUST. / DIST. RECEIVABLES	LINES 8 TO 28				845997	Rental Vehicles - TRAC Only				3405	251706
Finance / Insurance Co. Receivables				2270 2280	223609	Rental Vehicles - Other				3410	
Trade Receivables - Affiliated Co. (Collectible within 12 mo.)				2290		TOTAL OTHER VEHICLE LIABILITIES	LINES 26 TO 28				251706
TOTAL RECEIVABLES	LINES 27 TO 28				1069606	TOTAL CURRENT LIABILITIES	LINES 19, 25 & 29				39885759
INVENTORIES	CAR	TRUCK				Reserve For Repossession & Service Contract Losses				3460 3460	
Demos - Toyota						LONG TERM DEBT	AMOUNT DUE WITHIN 1 YEAR				
Demos - Other						Notes Payable - Capital Loans				3500	
New Vehicles - Toyota	221	153			11433125	Mortgages Payable				3510	
New Vehicles - Other						Other Notes & Contracts				3520	
TOTAL NEW VEH INV.	TOTAL UNITS				374	Owners / Officers Notes				3530	
Toyota Used Vehicles	107	1			1632509	Notes Payable - Affiliated Company				3540	- 147026
Other Used Vehicles						Deferred Income Taxes				3550	
Toyota Cert Used Veh						TOTAL CURRENT PORTION LONG TERM DEBT (MEMO)					
P & A - Toyota (excluding Tires)					355023	TOTAL LONG TERM DEBT	LINES 33 TO 38				- 147026
Tires - Toyota					32357	TOTAL LIABILITIES	LINES 30, 31 & 40				39738733
P & A - Other (Including Tires)											
Gas, Oil and Grease					23913						
Body Shop Materials						NET WORKING CAPITAL REQUIREMENT					
Sublet Repairs					- 6434						
Work in Process - Labor					3132	NET WORKING CAPITAL					
Other Inventory						\$ 2,739,290				\$ 24,619,119	
TOTAL ALL INVENTORIES	LINES 38 TO 47				13473625	ASSET LINE 59 LESS LIABILITIES LINES 30 & 39					
Marketable Securities					2500	LIFO INVENTORY RESERVE	NEW				
Prepaid Expenses - Taxes / Insurance					2510 2520	USED	PARTS			3800	
- Rent / Interest					2530 2540						
- Advertising					2550						
- Other					2560	NET WORTH					
TOTAL OTHER CURRENT ASSETS	LINES 49 TO 53				21684	CORPORATION <input checked="" type="checkbox"/>	PROPRIETORSHIP OR PARTNERSHIP <input type="checkbox"/>				
Lease Vehicles						Capital Stock	Investments			3800 3950	
Rental Vehicles - TRAC Only	13				242887	Addnl. Paid In Capital				3970	
Rental Vehicles - Other						Treasury Stock				3910	
TOTAL OTHER VEHICLES ASSETS	LINES 55 TO 57				242887	Retained Earnings				3920	23458840
TOTAL CURRENT ASSETS	LINES 4, 30, 48, 54 & 59				64504878	Dividends	Drawing			3930 3960	
DESC.	ACCT. NO.	COST	ACCUMULATED DEPRECIATION			NET INVESTMENT	LINES 92 TO 96				23458840
LAND	2700										
CONSTRUCTION IN PROGRESS	2705					CURRENT EARNINGS BEFORE TAXES					
BLDG. & IMP.	2710 2715					MO.	NEW UNITS	USED RETAIL	USED WHOLESALE	PROFIT OR (LOSS)	
SERV. EQUIP.	2720 2725	1032055	782431	249624		JAN.	180	97	74	346646	
P & A EQUIP.	2730 2735	47158	47158			FEB.	192	84	53	256773	
FURN. SIGNS FIXTURES	2740 2745	681649	182060	499589		MAR.	214	112	48	492679	
COMPANY VEHICLES	2750 2755	27225	5445	21780		APR.	220	90	63	401868	
LEASEHOLDS	2760 2765	90698	25305	65393		MAY	224	84	57	363572	
TOTAL FIXED ASSETS	LINES 61 TO 68				1878785	JUNE	200	101	45	295977	
Deposits on Contracts					2800	JULY					
Life Insurance - Cash Value					2810	AUG.					
Notes & Accounts Receivable - Officers / Owners					2820	SEP.					
Advances to Employees					2830	OCT.					
Due From Finance Companies - Deferred					2840	NOV.					
Investment in Affiliated Companies					2845	DEC.					
Other Non-Franchised Assets					2850	TOT.	1230	568	340	2157515	
TOTAL OTHER ASSETS	LINES 70 TO 76				13825	ESTIMATED INCOME TAX					
TOTAL ASSETS	LINES 59, 69 & 77				65355089	Net Profit (Loss) After Taxes				3990	2157516
						TOTAL NET WORTH	LINES 57 & 76				25616356
						TOTAL LIABILITIES & NET WORTH	LINES 41, 48 & 77				65355089

TOTAL INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	TOTAL DEALERSHIP				(1) NEW VEHICLE DEPARTMENT		(2) USED VEHICLE DEPARTMENT	
			MONTH	G.P. % SALES	YEAR TO DATE	G.P. % SALES	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE
1	TOTAL SALES		9124677		55210288		5731100	34195963	2277522	14550442
2	TOTAL GROSS PROFIT		1096178	1201	7072597	1281	277576	1961971	233205	1674301
3	DEPARTMENTAL EXPENSES			% G.P.		% G.P.				
4	Sales Compensation	7000	181237	1653	1049968	1485	81182	450175	21692	139619
5	Supervision Compensation	7010	192596	1757	1370617	1938	64844	493188	53099	381732
6	Delivery Expenses	7020	7829	71	35156	50	1721	4666	6108	30490
7	Fin., Ins. & Svc. Ctr. Commissions	7030	110865	1011	732464	1036	101876	606730	8989	125734
8	Advertising - Departmental	7040	23377	213	139838	198	- 7913	- 58401	14622	80284
9	Interest - Floor Plan	7050	- 13714	- 125	- 86222	- 122	- 17976	- 109775	4262	23553
10										
11										
12										
13	TOTAL SELLING EXPENSES LINES 4 TO 12		502190	4581	3241821	4584	223734	1386583	108772	781412
14	Policy & Claims Adjustments	7107/20	22371	204	125151	177		406		287
15	Demos. & Company Vehicles - Dept'l.	7140	6890	63	28913	41	1729	6629	1448	5766
16	Inventory Maintenance	7150								
17	Personnel Training	7160	9254	84	59381	84	3056	21123	1304	9020
18	Outside Services - Departmental	7170	15708	143	85356	121	25278	139678	6953	39600
19	Freight	7180	283	3	1109	2				
20	Supplies & Small Tools	7190	- 13642	- 124	- 138215	- 195	3700	14282	2305	9850
21	Laundry & Uniforms	7200	1670	15	9158	13	271	1070	113	412
22	Depr.-Equip. & Vehicles-Dept'l.	7210								
23	Equip. - Maint., Repair & Rental - Dept'l.	7220	6515	59	11386	16	96	1263	36	474
24	Miscellaneous Expenses	7230								
25	Salaries & Wages	7250	63492	579	383187	542	13564	81242	8683	51706
26	Clerical Salaries	7260	12876	117	87044	123	6438	38628	2414	14486
27	Vacation & Time Off Pay	7270	15937	145	95344	135	2915	13267	1935	8727
28	TOTAL OPERATING EXPENSES LINES 14 TO 27		141354	1290	747814	1057	57047	317588	25191	140328
29	TOTAL SELLING & OPER. EXPS. LINES 13 & 28		643544		3989635		280781	1704171	133963	921740
30	TOTAL SELL. & OPER. EXPS. % OF GROSS PROFIT			5871		5641	101.15 %	8686 %	57.44 %	55.05 %
31	DEPT'L. PROFIT (LOSS) LINES 2 & 29		452634	4129	3082962	4359	- 3205	257800	99242	752561
32	Rent & Equivalent	7400	103795	947	624504	883	40518	243110	15602	94425
33	Salaries & Wages - Adm'n. & Gen.	7410								
34	Owners Salaries	7420								
35	Payroll Taxes	7430	42285	386	302452	428	12484	90846	9361	67307
36	Employee Benefits	7440	45479	415	262161	371	15294	84935	6564	39099
37	Pension Fund / Profit Sharing	7450	3275	30	18125	26	753	4201	502	2790
38	Advertising - General & Institutional	7460	245	2	755	1	245	727		
39	Stationery & Office Supplies	7470	7523	69	36317	51	3009	14502	1128	5438
40	Data Processing Services	7480	23827	217	147294	208	7837	46814	3089	18458
41	Outside Services - Gen. & Inst.	7490	989	9	6026	9	989	5971		14
42	Company Vehicles - Administration	7500								
43	Contributions	7510								
44	Dues & Subscriptions	7520	781	7	4787	7	349	2580		258
45	Telephone	7530								
46	Legal & Auditing	7540								
47	Postage	7550	3684	34	22913	32	1621	10979	1080	7284
48	Travel & Entertainment	7560	4664	43	17862	25	1835	6102	688	2288
49	Heat, Light, Power & Water	7570	11385	104	75625	107	4554	30250	1708	11344
50	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	20281	185	125126	177	10653	67103	2407	14442
51	Ins. - Other Than Bldgs. & Imp.	7590	391	4	11110	16	156	2574	59	965
52	Taxes - Other Than R. E., Pay. & Inc.	7600	28395	259	164009	232	11358	65604	4259	24601
53	Interest - Other Than Floor Plan & R.E. Mortgage	7610								
54	TOTAL OVERHEAD EXPENSES LINES 32 TO 53		296999	2709	1819066	2572	111655	676298	46447	288713
55	TOTAL EXPENSES LINES 29 & 54		940543	8580	5808701	8213	392436	2380469	180410	1210453
56	OPERATING PROFIT (LOSS) LINES 2 & 55		155635	1420	1263896	1787	- 114860	- 418498	52795	463848
57										
58										
59	NET ADDITIONS OR DEDUCTIONS LINE 79		140349	1280	893614	1263				
60	NET PROFIT (LOSS) BEFORE BONUS LINES 56 & 59		295984	2700	2157510	3051				
61	BONUSES - EMPLOYEES	7700								
62	BONUSES - OWNERS	7710								
63	NET PROFIT (LOSS) BEFORE TAXES LINES 60, 61, 62		295984	2700	2157510	3051				
64	ESTIMATED INCOME TAXES	7800	7		(6)					
65	NET PROFIT (LOSS) AFTER TAXES LINES 63 & 64		295977	2700	2157516	3051				
66										
67										
68										
69										

* TOTAL PERSONNEL MONTH YEAR TO DATE
 EXPENSES \$ 668,042 \$ 4,301,362
 LINES 4, 5, 7, 25, 26, 27, 33, 35, 38 & 37 % G.P. 60.94 % G.P. 60.82

ADDITIONS TO INCOME			
ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE
Marketing Covenant Bonus	8080		
Cash Discounts / Interest Earned	8000/8410	185	1020
Bad Debts Recovered	8020		
Other Income	8040	140485	899106
Lease Income	8050		
Rental Income - TRAC Only	8055	- 320	- 6511
Rental Income - Other	8060		
TOTAL ADDITIONS LINES 71 TO 77		140350	893615

DEDUCTIONS FROM INCOME			
ACCOUNT NAME	ACCT. NO.	MONTH	YEAR TO DATE
Cash Discounts Allowed	8100		
Other Deductions	8140	1	1
Lease Expenses	8150		
Rental Expenses - TRAC Only	8165		
Rental Expenses - Other	8160		
Amort. - Non Franchised Assets	8170		
TOTAL DEDUCTIONS LINES 71 TO 77		1	1

TOTAL INCOME AND EXPENSE

LINE NO.	NAME OF ACCOUNT	ACCT. NO.	(3) SERVICE DEPARTMENT		(4) BODY SHOP DEPARTMENT		(5) PARTS AND ACCESS. DEPARTMENT											
			MONTH	YEAR TO DATE	MONTH	YEAR TO DATE	MONTH	YEAR TO DATE										
1	TOTAL SALES		626427	3657038			489628	2806845										
2	TOTAL GROSS PROFIT		406237	2432840			179160	1003485										
3	DEPARTMENTAL EXPENSES																	
4	Sales Compensation	7000	61280	359006			17083	101168										
5	Supervision Compensation	7010	43009	288686			31644	207011										
6	Delivery Expenses	7020																
7	Finance, Ins., & Svc. Ctr. Commissions	7030																
8	Advertising - Departmental	7040	10743	76724			5925	41231										
9	Interest - Floor Plan	7050																
10																		
11																		
12																		
13	TOTAL SELLING EXPENSES	LINES 4 TO 12	115032	724416			54652	349410										
14	Policy & Claims Adjustments	7100	20529	119752			1842	4706										
15	Demos. & Company Vehicles - Dept'l.	7140	2548	10629			1165	5889										
16	Inventory Maintenance	7150																
17	Personnel Training	7160	3027	18810			1867	10428										
18	Outside Services - Departmental	7170	23408	142708			6885	48786										
19	Freight	7180					283	1109										
20	Supplies & Small Tools	7190	20095	163073			448	726										
21	Laundry & Uniforms	7200	1163	7024			123	652										
22	Depr. - Equip. & Vehicles - Dept'l.	7210																
23	Equip. - Maint., Repair & Rental - Dept'l.	7220	6335	9018			48	631										
24	Miscellaneous Expenses	7230																
25	Salaries & Wages	7250	37264	232350			3981	17889										
26	Clerical Salaries	7260	4024	24143				9787										
27	Vacation & Time Off Pay	7270	7417	60727			3670	12623										
28	TOTAL OPERATING EXPENSES	LINES 14 TO 27	38804	176672			20312	113226										
29	TOTAL SELLING & OPER. EXPS.	LINES 13 & 28	153836	901088			74964	462636										
30	TOTAL SELL. & OPER. EXPS. % OF GROSS PROFIT		37.87 %	37.04 %			4.184 %	46.10 %										
31	DEPT'L. PROFIT (LOSS)	LINE 2 LESS 29	252401	1531752			104196	540849										
32	Rent & Equivalent	7400	26872	161070			20803	125899										
33	Salaries & Wages - Admin. & General	7410																
34	Owners Salaries	7420																
35	Payroll Taxes	7430	17914	125729			2526	18570										
36	Employee Benefits	7440	17432	101805			6189	36322										
37	Pension Fund / Profit Sharing	7450	1769	9647			251	1487										
38	Advertising - General & Institutional	7460						28										
39	Stationery & Office Supplies	7470	1881	9064			1505	7313										
40	Data Processing Services	7480	5953	40912			6948	41110										
41	Outside Services - Gen. & Incl.	7490		23				18										
42	Company Vehicles - Administration	7500																
43	Contributions	7510																
44	Dues & Subscriptions	7520	281	1673			151	276										
45	Telephone	7530																
46	Legal & Auditing	7540																
47	Postage	7550	639	3010			344	1640										
48	Travel & Entertainment	7560	1147	6089			994	3383										
49	Heat, Light, Power & Water	7570	2846	18906			2277	15125										
50	Furniture, Signs, Fixtures & Equipment - Depreciation, Maintenance, Repair & Rental	7580	4012	24324			3209	19257										
51	Ins. - Other Than Bldgs. & Improvements	7590	98	6284			78	1287										
52	Taxes - Other Than R.E., Pay. & Inc.	7600	7099	41002			5679	32802										
53	Interest - Other Than Floor Plan & R.E. Mortgage	7610																
54	TOTAL OVERHEAD EXPENSES	LINES 32 TO 53	87943	549538			50954	304517										
55	TOTAL EXPENSES	LINES 29 & 54	241779	1450626			125918	767153										
56	OPERATING PROFIT (LOSS)	LINE 2 LESS 55	164458	982214			53242	236332										
57	ANALYSIS OF OPERATIONS		CURRENT MONTH				SAME MONTH PRIOR YEAR				CURRENT YEAR TO DATE				PRIOR YEAR TO DATE			
58			UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	UNIT SALES	DOLLARS	% SALES	
59	Total Dollar Sales		9124677			9475588			55210288			51307890						
60	New Vehicle Gross	200	277576	304	213	350218	370	1230	1961971	355	1122	1543486	301					
61	Used Vehicle Gross	101	233205	256	108	272100	287	568	1674301	303	606	1673247	326					
62	Service Gross		406237	445		416995	440		2432840	441		2306590	450					
63	Body Shop Gross											163052	32					
64	Parts & Access Gross		179160	196		180916	191		1003485	182		826450	161					
65	Total Gross		1096178	1201		1220229	1288		7072597	1281		6512825	1269					
66	Total Expenses		940543	1031		1029837	1087		5808701	1052		5612263	1094					
67	Oper. Profit (Loss)		155635	171		190392	201		1263896	229		900562	176					
68	Net Additions or Deductions		140349	154		175271	185		893614	162		755919	147					
69	Total Bonuses											- 158258	- 31					
70	Net Profit (Loss) Before Taxes		295984	324		365663	386		2157510	391		1814739	354					
71	PERSONNEL SUMMARY (Whole Numbers Only)																	
72	Dealer(s)																1	
73	Managers / Foremen					5	3										15	
74	Salespersons / Asst. Service Mgrs.								23								38	
75	Service / Body Shop Technicians																30	
76	Clerical					2											6	
77	Other					3	3										14	
78	TOTAL PERSONNEL					10	6										104	

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT	NEW VEHICLES	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT
1	4	55765	- 10247	- 2562	New Car - Toyota - Yaris	Retail 4000	84	1183046	- 218493	2601
2					New Car - Toyota - Yaris iA	Retail 4140				
3	36	665633	- 119398	- 3317	New Car - Toyota - Corolla	Retail 4020	249	4329318	- 646744	2597
4					New Car - Toyota - Corolla iM	Retail 4015				
5	73	1694543	- 145719	- 1996	New Car - Toyota - Camry	Retail 4060	380	9096743	- 665696	1752
6	3	117072	- 127	- 42	New Car - Toyota - Avalon	Retail 4080	18	651646	- 25016	1390
7	2	45789	- 4148	- 2074	New Car - Toyota - Prius	Retail 4095	13	328858	- 16381	1260
8					New Car - Toyota - Prius v	Retail 4006				
9					New Car - Toyota - Prius c	Retail 4005				
10					New Car - Toyota - Prius Prime	Retail 4105				
11					New Car - Toyota - Mirai	Retail 4046				
12					New Car - Toyota - B6	Retail 4115	2	48594	- 4126	2063
13					New Car - Toyota - TBD	Retail 4025				
14										
15										
16	118	2578802	- 279639	- 2370	TOTAL NEW CAR TOYOTA - RETAIL	Before Incentives LINES 1 TO 15	746	15638205	- 1576456	2113
17					New Car - Toyota - Yaris	Lease 4002				
18					New Car - Toyota - Yaris iA	Lease 4142				
19	1	19225	- 1826	- 1826	New Car - Toyota - Corolla	Lease 4022	4	78388	- 7090	1773
20					New Car - Toyota - Corolla iM	Lease 4017				
21					New Car - Toyota - Camry	Lease 4052				
22					New Car - Toyota - Avalon	Lease 4062				
23					New Car - Toyota - Prius	Lease 4097				
24					New Car - Toyota - Prius v	Lease 4096				
25					New Car - Toyota - Prius c	Lease 4007				
26					New Car - Toyota - Prius Prime	Lease 4107				
27					New Car - Toyota - Mirai	Lease 4047				
28					New Car - Toyota - B6	Lease 4117				
29					New Car - Toyota - TBD	Lease 4027				
30										
31										
32	1	19225	- 1826	- 1826	TOTAL NEW CAR TOYOTA - LEASE	Before Incentives LINES 17 TO 31	4	78388	- 7090	1773
33			109721	922	New Car Incentives - Toyota (including DAP)	6099			517915	691
34										
35	119	2598027	- 171744	- 1443	TOTAL NEW CAR TOYOTA - RETAIL/LEASE	After Incentives LINES 16 TO 34	750	15716593	- 1065631	1421
36			- 500		New Truck - Toyota - Sienna	Retail 4010	10	349581	- 11525	1153
37	3	68524	- 6355	- 2118	New Truck - Toyota - C-HR	Retail 4125	25	522567	- 59114	2365
38	35	942713	- 66967	- 1913	New Truck - Toyota - RAV4	Retail 4065	184	4912389	- 295510	1606
39	4	162719	73	18	New Truck - Toyota - 4Runner	Retail 4070	22	867150	- 14930	679
40	17	543746	- 36189	- 2129	New Truck - Toyota - Highlander	Retail 4075	90	3104800	- 119814	1331
41					New Truck - Toyota - Sequoia	Retail 4080				
42					New Truck - Toyota - Land Cruiser	Retail 4090	2	163708	9695	4848
43	9	278747	- 14929	- 1659	New Truck - Toyota - Tacoma - 2WD	Retail 4100	60	1853071	- 53537	- 892
44					New Truck - Toyota - Tacoma - 4WD	Retail 4110	6	188808	- 3202	- 534
45	9	345357	- 16619	- 1847	New Truck - Toyota - Tundra - 2WD	Retail 4120	40	1620420	- 26612	- 665
46					New Truck - Toyota - Tundra - 4WD	Retail 4130				
47					New Truck - Toyota - TBD	Retail 4030				
48	77	2341806	- 141486	- 1837	TOTAL NEW TRUCK TOYOTA - RETAIL	Before Incentives LINES 35 TO 47	439	13582494	- 574549	1309
49	1	33914	- 2417	- 2417	New Truck - Toyota - Sienna	Lease 4012	1	33914	- 2417	2417
50					New Truck - Toyota - C-HR	Lease 4127	1	22061	- 640	- 640
51	2	56870	- 497	- 249	New Truck - Toyota - RAV4	Lease 4067	6	158804	- 10932	1822
52					New Truck - Toyota - 4Runner	Lease 4072	1	41842	- 1333	1333
53	1	43438	- 2034	- 2034	New Truck - Toyota - Highlander	Lease 4077	5	177747	- 8988	1798
54					New Truck - Toyota - Sequoia	Lease 4082				
55					New Truck - Toyota - Land Cruiser	Lease 4092				
56					New Truck - Toyota - Tacoma - 2WD	Lease 4102	2	66910	- 3729	1865
57					New Truck - Toyota - Tacoma - 4WD	Lease 4112	1	35487	- 1990	1990
58					New Truck - Toyota - Tundra - 2WD	Lease 4122				
59					New Truck - Toyota - Tundra - 4WD	Lease 4132				
60					New Truck - Toyota - TBD	Lease 4032				
61	4	134222	- 4948	- 1237	TOTAL NEW TRUCK TOYOTA - LEASE	Before Incentives LINES 48 TO 60	17	536765	- 30029	1766
62			36674	453	New Truck Incentives - Toyota (including DAP)	6199			182180	400
63	81	2476028	- 109760	- 1355	TOTAL NEW TRUCK TOYOTA - RETAIL/LEASE	After Incentives LINES 48 TO 62	456	14119259	- 422398	- 926
64	200	5074055	- 281504	- 1408	TOTAL NEW TOYOTA RETAIL & LEASE	LINES 35 & 63	1206	29835852	- 1488029	1234
65					New Vehicles - Other - R/L - Before Incentives	4211				
66					New Vehicles - Other - R/L Incentives	6195				
67					New - Other - R/L - F&I Products & Aftermarket	4655				
68	200	5074055	- 281504	- 1408	TOTAL NEW VEHICLE DEPARTMENT R/L	LINES 64 TO 67	1206	29835852	- 1488029	1234
69					New Car - Toyota	Fleet 4200	24	421306	- 73073	3045
70					New Truck - Toyota	Fleet 4210				
71					New Vehicles - Other - After Incentives	Fleet 4230				

DEPARTMENTAL SALES AND GROSS PROFIT

LINE	MONTH-TO-DATE			YEAR-TO-DATE			FINANCE & INSURANCE		MONTH-TO-DATE			YEAR-TO-DATE		
	UNITS	SALES	GROSS PROFIT	UNITS	SALES	GROSS PROFIT	LABEL	MINI/MID ACCT#	UNITS	SALES	GROSS PROFIT	UNITS	SALES	GROSS PROFIT
1	130	361004	323345	806	2095351	1841908	SVC Contracts	4270						
2	130	361004	266625	806	2095351	1553656	Total SVC Contracts (Net of Chargeback)							
3	19	37328	22638	129	248985	150324	Prepaid Maint.	4272						
4	19	37328	4373	129	248985	86403	T3 Prepd. Maint (Net of Chargeback)							
5	161		143916	989		945148	Finance Income	6280						
6	161		137445	989		914799	T4 Finance Inc. (Net of Chargeback)							
7							Ins. Income	6280						
8			- 9533			- 45997	Total Insurance (Net of Chargeback)							
9	122	113570	68835	736	683609	419644	GAP	4292						
10	122	113570	51520	736	683609	339056	Total GAP (Net of Chargeback)							
11							Excess Wear & Use	4374						
12							Total Excess Wear & Use (Net of Chargeback)							
13							Tire & Wheel Protection with & w/o Key Replacement	4375						
14							Total Tire & Wheel with & w/o Key Replacement (Net of Chargeback)							
15							Key Replacement	4745						
16							Total Key Replacement (Net of Chargeback)							
17		511902	450430		3027945	2847917	Total New Vehicle F & I Products	4250						
18		145143	108650		910860	675156	Aftermarket	4250						
19	ALL NON-CERTIFIED USED VEHICLES F&I						LABEL		TOYOTA CERTIFIED VEHICLES F & I					
20	47	130312	101820	359	947673	719338	SVC Contracts	4X50						
21	47	130312	75789	359	947673	584493	Total SVC Contracts (Net of Chargeback)							
22							Prepaid Maint.	4X72						
23							T3 Prepd. Maint (Net of Chargeback)							
24	71		48645	404		299884	Finance Income	6X80						
25	71		48645	404		299884	T3 Finance Inc. (Net of Chargeback)							
26							Ins. Income	6X80						
27			- 343			- 1206	Total Insurance (Net of Chargeback)							
28	34	30391	18291	250	229343	141513	GAP	4X92						
29	34	30391	13388	250	229343	103624	Total GAP (Net of Chargeback)							
30							Tire & Wheel Protection with & w/o Key Replacement	4X76						
31							Total Tire & Wheel with & w/o Key Replacement (Net of Chargeback)							
32							Key Replacement	487X						
33							Total Key Replacement (Net of Chargeback)							
34		160703	137479		1177016	986795	Total Used Vehicle F & I Products	4X50						
35		21338	15126		156427	105126	Aftermarket	4X50						

LINE	CURRENT MONTH				DEPT. SALES AND GROSS PROFITS				YEAR-TO-DATE				
	UNITS	SALES	GROSS PROFIT	PER UNIT	NEW VEHICLE DEPARTMENT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT			
39	4	55765	- 10247	- 2562	New Car - Toyota - R/L - Yaris	4000-4001	84	1183046	- 218493	- 2601			
40					New Car - Toyota - R/L - Yaris iA	4140-4141							
41	37	684858	- 121224	- 3276	New Car - Toyota - R/L - Corolla	4000-4002	253	4407706	- 653834	- 2584			
42					New Car - Toyota - R/L - Corolla iM	4015-4017							
43	73	1694543	- 145719	- 1996	New Car - Toyota - R/L - Camry	4000-4002	380	9096743	- 665696	- 1752			
44	3	117072	- 127	- 42	New Car - Toyota - R/L - Avalon	4000-4002	18	651646	25016	- 1390			
45	2	45789	- 4148	- 2074	New Car - Toyota - R/L - Prius	4000-4007	13	328858	- 16381	- 1260			
46					New Car - Toyota - R/L - Prius v	4000-4000							
47					New Car - Toyota - R/L - Prius c	4000-4001							
48					New Car - Toyota - R/L - Prius Prime	4100-4107							
49					New Car - Toyota R/L - Mirai	4040-4041							
50					New Car - Toyota R/L - 86	4100-4117	2	48594	- 4126	- 2063			
51					New Car - Toyota R/L - TBD	4020-4027							
52													
53													
54													
55			109721	922	Total New Car Incentives - Toyota (inc. DAP)	PG 4, LINE 33			517915	691			
56	119	2598027	- 171744	- 1443	NEW CAR - TOYOTA R/L TOTAL	LINES 40 TO 65	750	15716593	- 1065631	- 1421			
57	1	33914	- 2917	- 2917	New Truck - Toyota - R/L - Sienna	4010-4011	11	383495	- 13942	- 1267			
58	3	68524	- 6355	- 2118	New Truck - Toyota - R/L - C-HR	4100-4102	26	544628	- 59754	- 2298			
59	37	999583	- 67464	- 1823	New Truck - Toyota - R/L - RAV4	4000-4007	190	5071193	- 306442	- 1613			
60	4	162719	73	18	New Truck - Toyota - R/L - 4Runner	4070-4071	23	908992	- 16263	- 707			
61	18	587184	- 38223	- 2124	New Truck - Toyota - R/L - Highlander	4070-4071	95	3282547	- 128802	- 1356			
62					New Truck - Toyota - R/L - Sequoia	4000-4002							
63					New Truck - Toyota - R/L - Land Cruiser	4000-4000	2	163708	9695	4848			
64	9	278747	- 14929	- 1659	New Truck - Toyota - R/L - Tacoma - 2WD	4100-4102	62	1919981	- 57266	- 924			
65					New Truck - Toyota - R/L - Tacoma - 4WD	4110-4113	7	224295	- 5192	- 742			
66	9	345357	- 16619	- 1847	New Truck - Toyota - R/L - Tundra 2WD	4120-4127	40	1620420	- 26612	- 665			
67					New Truck - Toyota - R/L - Tundra 4WD	4130-4130							
68					New Truck - Toyota - R/L - TBD	4020-4027							
69			36674	453	Total New Truck Incentives - Toyota (inc. DAP)	PG 4 LINE 62			182180	400			
70	81	2476028	- 109760	- 1355	NEW TRUCK - TOYOTA - R/L TOTAL	LINES 57 TO 69	456	14119259	- 422398	- 926			
71		657045	559080	2795	New Toyota - F&I Products & Aftermarket	LINES 17 TO 18			3938805	3523073	2921		
72					New Toyota - Car/Truck LIFO Adjustment	9000-5180							
73	200	5731100	277576	1388	TOTAL NEW TOYOTA - RETAIL & LEASE	LINES 56 & 70 TO 72	1206	33774657	2035044	1687			
74					TOTAL OTHER - RETAIL/LEASE	PG 4 LINES 65 TO 67							
75					TOTAL FLEET - TOYOTA/OTHER	PG 4 LINES 69 TO 71							
76					New - Other - LIFO Adjustment	6298							
77					Less: Repo. Losses - New Toyota and Other	6299							
78	200	5731100	277576	1388	TOTAL NEW VEHICLE DEPARTMENT	LINES 73 TO 77	1230	34195963	1961971	1595			

LINE NO.	UNITS	SALES	GROSS PROFIT	PER UNIT	USED VEHICLE DEPARTMENT	ACCT. NO.	UNITS	SALES	GROSS PROFIT	PER UNIT
1	38	847044	13705	361	Toyota Certified Used Vehicle After Recon. - R/L	4320	89	2012727	52537	590
2					TRAC Certified Used Vehicle After Recon. - R/L	4332				
3			84957	2236	Total Certified Toyota/TRAC U/Veh Recon. - R/L	4320			173104	1945
4	41	675194	34215	835	Toyota U/Veh, After Recon. - Non-Certified - R/L	4302	297	5411357	221575	746
5					TRAC U/Veh - Non-Certified - After Recon. - R/L	4341				
6					Total Non-Certified Toyota/TRAC U/Veh - Recon. - R/L	4302				
7	79	1522238	47920	607	TOTAL TOYOTA/TRAC USED VEH. A/R Recon. - R/L	4302	386	7424084	274112	710
8	22	254918	24468	1112	Used Vehicles - Other After Recon. - R/L	4319	182	3290418	164190	902
9					Used Vehicles - Other - Recon. - R/L	4312				
10	101	1777156	72388	717	TOTAL USED VEHICLE - AFTER RECONDITIONING - R/L	4319	568	10714502	438302	772
11		182041	152605	1511	Total Used Vehicle F&I Product & Aftermarket	4312		1333443	1091921	1922
12					Used Vehicle LIFO Adjustment	6398				
13	101	1959197	224993	2228	TOTAL USED VEHICLE - WITH PRODUCTS & AFTMKT - R/L	4319	568	12047945	1530223	2694
14	45	318325	17710	394	Used Vehicles Wholesale	4340	340	2502497	183676	540
15			9498		Less: Inv. Adj. & Repo. Losses - Used Veh.	6369			39598	
16	101	2277522	233205	2309	TOTAL USED VEHICLE DEPARTMENT	4319	568	14550442	1674301	2948
17	R.O.% - MTD	SALES - MTD	G/P - MTD	GP %	SERVICE AND BODY SHOP	ACCT.#	R.O.% - YTD	SALES - YTD	G/P - YTD	GP %
18	2700	290390	186368	64.2	Customer Mech. Labor - Toyota	4409	15675	1685823	1111342	65.9
19	205	34288	25931	75.6	Warranty Mech. Labor - Toyota	4420	1525	254479	196785	77.3
20	771	196369	138451	70.5	Internal Mech. Labor - Toyota	4445	4399	1126283	802872	71.3
21	232	23536	23536	100.0	Pre-Delivery Service Labor - Toyota	4440	1283	135607	135607	100.0
22	786	37844	30640	81.0	ToyotaCare Mech Labor - Toyota	4455	4595	222269	178982	80.5
23					ToyotaCare Plus Mech Labor (for contracts sold on Service Drive)	4465				
24					Memo: Toyota Express Maintenance Labor (TXM)					
25	4694	582427	404926	69.5	TOTAL MECH. LABOR - TOYOTA	4409	27477	3424461	2425588	70.8
26					Customer Mech. Accessory Labor - Toyota	4475				
27					War Mech. Accessory Labor - Toyota	4485				
28					Internal Mech. Accessory Labor - Toyota	4489				
29										
30										
31					TOTAL ACCESSORY LABOR - TOYOTA	4475				
32	4694	582427	404926	69.5	TOTAL MECH. & ACCESSORY LABOR - TOYOTA	4409	27477	3424461	2425588	70.8
33					Total Mech Labor - Other	4458				
34			8160	-1.4	Unapplied Labor	6450			40570	-1.2
35		44000	9471	21.5	Sublet Repairs - Mechanical	4460		232577	47822	20.6
36					ToyotaCare Plus Service Drive Contracts	4468				
37	4694	626427	406237	64.8	TOTAL SERVICE DEPARTMENT	4409	27477	3657038	2432840	66.5
38					Customer Body Shop Labor	4500				
39					Warranty Body Shop Labor	4520				
40					Internal Body Shop Labor	4530				
41					Labor - Unapplied Time - Body Shop	6550				
42					Sublet Repairs - Body Shop	4560				
43					Paint & Body Shop - Materials	4570				
44					TOTAL BODY SHOP DEPT.	4500				
45	R.O.% WRITTEN	SALES	GROSS PROFIT	G.P.% SALES	P & A DEPARTMENT	ACCT. NO.	R.O.% WRITTEN	SALES	GROSS PROFIT	G.P.% SALES
46	2009	142782	59350	41.6	Parts RO Customer Mech. - Toyota	4709	11913	816163	342849	42.0
47					Parts RO Customer B/S - Toyota	4710				
48	149	51666	18318	35.5	Parts RO Warranty - Toyota	4720	928	293898	110041	37.4
49	159	47970	14072	29.3	Parts RO Tires - Toyota	4725	988	285716	62366	21.8
50	828	90873	35500	39.1	Parts RO Internal - Toyota	4730	4415	482707	181776	37.7
51	404	19894	6992	35.1	Parts Counter Retail - Toyota	4740	2353	109543	38982	35.6
52	430	64374	21771	33.8	Parts Wholesale - Mech/Body - Toyota	4750	2560	395897	112140	28.3
53	643	14101	4498	31.9	ToyotaCare Mech Parts - Toyota	4755	3476	92949	30061	32.3
54					ToyotaCare Plus Parts (for contracts sold on Service Drive)	4760				
55					Memo: Toyota Express Maintenance Parts (TXM)					
56	4622	431660	160501	37.2	TOTAL PARTS - TOYOTA	4709	26633	2476873	878215	35.5
57					Accessory RO Customer - Toyota	4765				
58					Accessory RO Warranty - Toyota	4775				
59					Accessory Internal - Toyota	4785				
60					Accessory Counter Retail - Toyota	4797				
61					Accessory Wholesale - Toyota	4787				
62										
63										
64					TOTAL ACCESSORY TOYOTA	4765				
65	4622	431660	160501	37.2	TOTAL PARTS & ACCESSORY - TOYOTA	4709	26633	2476873	878215	35.5
66					Total Parts & Accessory - Other (Including Tires)	4757				
67			1017		P&A Inv. Adj./Purch. Discounts/LIFO	8190/999			33688	
68		57968	17642	30.4	Gas, Oil and Grease/Non-Auto Merch	4770		329972	91582	27.8
69		489628	179160	36.6	TOTAL PARTS & ACCESSORY DEPT.	4709		2806845	1003485	35.8
70		626427	406237	64.8	TOTAL SERVICE & BODY SHOP	4409		3657038	2432840	66.5
71		1116055	585397	52.5	TOTAL SERVICE, B/S, PARTS & ACCESS.	4409		6463883	3436325	53.2
72		8008622	510781	6.4	TOTAL NEW & USED VEHICLE DEPARTMENT	4319		48746405	3636272	7.5
73		9124677	1096178	12.0	TOTAL ALL DEPARTMENTS	4319		55210288	7072597	12.8
74	USED VEHICLE SUMMARY				TRAC UNITS SOLD TO USED VEH. DEPT.	MTD	YTD	TRAC SUMMARY	MTD	YTD
75	Trade-Ins Received On:				TRAC Cars to Certified Program			Utilization Rate (%)		65
76	New Car Sales				TRAC Trucks to Certified Program			Total Fixed Expenses (\$)	7707	46114
77	New Truck Sales				TRAC Cars to Non-Certified Status		1	Total Variable Expenses (\$)		
78	Used Car Sales				TRAC Trucks to Non-Certified Status			Operating Profit / (Loss) (\$)	5638	18353
79	Used Truck Sales				TRAC Cars or Trucks Wholesaled					
80	TOTAL TRADE-INS RECEIVED				TOTAL TRAC UNITS TO USED VEH. DEPT.		1			